

SUCCESS STORY

# Nectari Boosts Cash Flow for Satellite Industries



FOR MORE INFORMATION, VISIT  
[nectari.com](https://nectari.com)

Sage Tech Partner  
Plus

## CUSTOMER



## INDUSTRY

Manufacturing &  
Wholesale  
Distribution

## LOCATION

Minneapolis,  
Minnesota

## SYSTEMS

Sage X3  
  
Sage Enterprise  
Intelligence  
(Nectari)

Satellite Industries, Inc. is the world's largest supplier of portable sanitation equipment, operating from offices throughout North America and Europe. With multiple locations, divisions, departments, and currencies combined with a large chart of accounts, financial reporting had long been an arduous process for Satellite Industries.

When Nectari, also known as Sage Enterprise Intelligence (SEI), a powerful business intelligence tool became available, the company quickly moved to implement it. The results have been extraordinary.

### **Month-end closing shortened by four days**

Thanks to the powerful reporting engine in Nectari, Satellite Industries shortened its month-end closing cycle from nine days to just five days. "That means more days every month that we have current data to work with," says John Babcock, chief financial officer of Satellite Industries. "It means we're working with today's data—not last month's data—to make today's business decisions."

### **Days sales outstanding drops by 18 days**

Another way Nectari is delivering a powerful return on investment is through its use in tracking past due accounts. "The software automatically generates and distributes past due reports each day to our sales and customer services reps," says Babcock. "As a result of our being able to stay on top of overdue invoices, we've decreased our days sales outstanding by 18 full days. Our cash flow is much improved as a result."

"We have access to the most current, most relevant data, enabling us to be proactive in our decision making. Nectari provides instant, real-time data on key metrics that drive everyday business decision making. And we've only begun to scratch the surface of what this solution can do."



## Challenge

Financial reporting across multiple locations and countries was a time-consuming and laborious process, with month-end closing often taking more than 15 days. In addition, the company sought to reduce the days sales outstanding of its receivables.

## Solution

Nectari allows the company to draw real-time, actionable data from its Sage X3 solution.

## Results

Month-end closing procedures cut by several days. Days sales outstanding

slashed by 18 days. Access to current data speeds and facilitates strategic decision-making.

**“Nectari provides instant, real-time data on key metrics that drive everyday business decision making.”**

JON BABCOCK,  
CHIEF FINANCIAL OFFICER  
SATELLITE INDUSTRIES, INC.

